Next Generation Enterprise Network Industry Day

28 October 2011

Industry Day Agenda

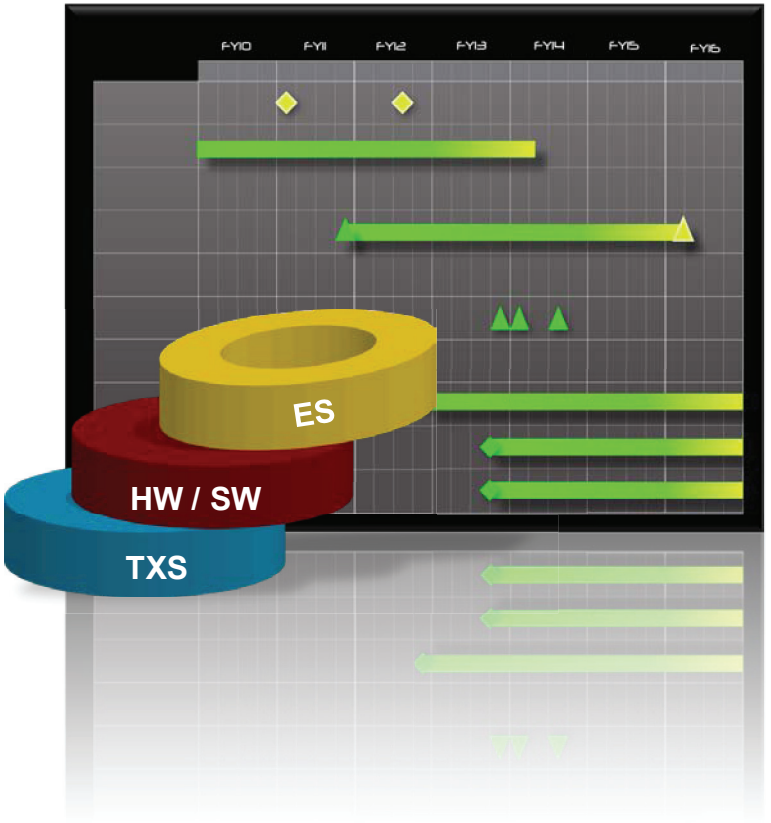
1000-1030:	Opening Remarks & Status Update
1030-1200:	Engineering and T&E Segmentation and Seam Management Logistics and Technical Data Transition RFP Content and Contracting Strategy
1200-1300:	Break for Lunch / Networking Opportunity
1300-1500:	Q&A Session with NEN Panel Members
1500:	Adjourn Industry Day

Q&A Panel Discussions

- NEN Panel Members
  - CAPT Shawn Hendricks
  - Jeff Lee
  - CDR John Windom
  - Dan Hickey
  - Intae Kim
  - Jim Bates
  - Wallace Johnson

Why Are We Here?

- Last Industry Day was 18 August 2011
- Updates since:
  - Acquisition Strategy
  - Information releases
    - Technical Data
    - Acquisition Concepts
    - Draft RFP delivered
    - Draft RFP comments received
  - Transition
  - Seam Management
  - Timeline



Draft RFP Industry Comments Overview

- **Requested personal feedback from Industry partners in the form of a one page memo by 20 October**
  - 17 industry submissions received
- **Detailed responses due 30 October – suggested areas of focus**
  - Evaluation factors
  - Metrics – segmented and combined SLRs
  - Transition detail requirements
  - PWS areas that prevent accurate pricing
  - Data management
  - Special Contract requirements – ACAs, Shared savings clause, etc.
  - Risks

Key Messages

- **LPTA** – Reasonable approach; Best Value solution
- **Evaluation Factor concerns**
  - Leveling the playing field
  - Relevance of past performance on a network of a certain size
  - Key Personnel requirements (Major Defense Acquisition Program)
- **USN End User HW as a Service (EUHWaaS)** – Equitability of capital investment
- **Technical Data** – Concerns about accuracy and architecture detail
  - Tech Refresh – Need more detail and modernization investment concerns (capital investment not required)
  - Configuration and Asset management database - including warranty and SW license; (“as-is, where-is”)
- **Metrics** – Concern about SLRs and seam management (OLAs)
- **Command and Control (C2)** – Concern with NetOps detail and seam management; Government is the integrator
- **Network Security** – Compliance documents; (“as-is, where-is”)

Acquisition Strategy

- One base year and four option years
- Single RFP for Transport (TXS) and Enterprise Services (ES) segments
  - End User HW as service provided by ES vendor (for USN)
- Enterprise Software licenses (ESL) segment via Marine Corps Software Enterprise License Management System (MCSELMS)
- USN ISOOA segment will be performed by the Government
- Option to award two or a single combined (TXS & ES) contract(s)
  - Single Award Fixed Price Indefinite Delivery / Indefinite Quantity (ID/IQ) for TXS and ES
- Award Fees
- Lowest Price Technically Acceptable (LPTA) as basis for award (FAR 15.101-2)

Information Releases

- Made available to date:
  - Technical Data
    - 2 June 2011 – Technical data requested in RFI responses
    - 15 July 2011 – Listing of DON Facilities and Infrastructure / Assets
    - 27 October 2011 – Technical Data Research Facilities
  - Acquisition Concept (AC) releases
    - AC 1 – 30 June 2011
    - AC 2 – 29 July 2011
    - AC 3 – 30 August 2011
  - Draft RFP – 30 September 2011
- Yet to come:
  - Final RFP – 21 December 2011
  - Award of Contract(s) – December 2012

Transition

- Transition NOW to Government Command and Control (C^2) / Network Operations (NetOps)
  - Transition to Government C^2 NOW reduces risk in transition from personnel and processes to only personnel
- Government C^2 processes are being refined and implemented over the next 18 months
- Operating models
  - Navy transitions to Government Owned / Contractor Operated (GO/CO) model
  - Marine Corps transitions to Government-Owned / Government Operated (GO/GO) model
- Upon contract award (no later than Dec 2012), will implement vendor-to-vendor turnover while continuing uninterrupted service
  - Estimate 15-18 months to complete

Seam Management

- All seams exist today
- PMW 205 is the “Integrator” and is accountable for end-to-end performance across all the segments for NGEN
- Seam Management mechanisms:
  - Clearly defined roles and responsibilities for shared services
  - PWS language
  - Award Fee
  - Associate Contract Agreements (ACA)
  - Performance Requirements / Measurements

USMC Model

- USMC is transitioning to a Government Owned/Government Operated model with contractor support for:
  - Transport Services
    - BAN/WAN/LAN
    - Network Operations Center (NOC) / Security Operations Center (SOC)
  - Enterprise Services
    - Service Desk
    - End User Services
    - Coordination Services

USMC Model (cont)

- Contracting Transport and Enterprise Services as Level of Service in the Base Year
  - USMC base year requirements will be included in Final RFP
- Maintaining option to purchase:
  - Additional Levels of Service
  - Hardware and Software

USMC Model (cont)

- **USMC is assuming & operating "as-is" state of the network**
- **USMC executing its transition in blocks; aligns with Continuity of Services Contract (CoSC) block discontinuance***
  - CoSC is a vehicle by which the Corps' accomplishes the NMCI to NGEN transition
  - Block A1 Facilities completed as of October 2011
  - Block A2 Transport transition execution Q3, FY12 via CoSC and will then transition to NGEN after award
  - Blocks B-D CoSC discontinuance is in the planning phases and will transition to NGEN after award

Note: Bold indicates change in scope from previous communications

****CoSC N00039-10-D-0010, SOW Attachment 1A, USMC CoSC Discontinuance Approach***

Today's Presenters

- Engineering / T&E, Segmentation and Seam Management
  - Intae Kim, NEN Chief Engineer
- Logistics and Technical Data
  - Wallace Johnson, Assistant Program Manager - Logistics
- Transition
  - Jim Bates, Deputy Transition Lead
- Contracts
  - CDR John Windom, NGEN PCO

Engineering and Test & Evaluation

Intae Kim

NEN Chief Engineer

NGEN Services Allocation and Performance Measurement

- Transport Services: (3 Services)
  - The underlying Transport network supports all end-to-end Enterprise Services IAW specified NGEN performance metrics
    - Operates site **BAN, LANs**, and Intranet and Internet Security Boundaries starting at the DISN SDP with performance **measured by probes at multiple points** for availability, circuit capacity, and latency metrics
    - DISN **WAN** site connections performance monitored for availability, latency, and packet loss
- Enterprise Services: (18 Services)
  - Provides end-to-end services (e.g. E-mail, file share, VTC and VOIP) that depend on the underlying network
    - Operates the NGEN Data Centers and service desk, and supports end user devices
    - Performance measures for end–to-end services include availability and responsiveness metrics
- Shared/Common Services: (17 Services)
  - Metrics measured for both TXS and ES Segments

Segmented and Combined Metrics

Service Categories (7)	NGEN Services (38)		Segments	
			TXS	ES
Enterprise Services	1.2.1.1	Enterprise Engineering Design and Support Services	X	X
	1.2.1.2	Enterprise Operations Services	X	X
	1.2.1.3	Data Storage Services		X
	1.2.1.4	Enterprise Messaging Services		X
	1.2.1.5	Application Hosting Services		X
	1.2.1.6	Enterprise Web Portal Services		X
	1.2.1.7	Workflow and Collaboration Services		X
	1.2.1.8	Directory Services	X	X
	1.2.1.9	COOP / Disaster Recovery / Business Continutiy Services	X	X
	1.2.1.10	File Removal Services	X	X
	1.2.1.11	Electronic Software Delivery Services	X	X
Network Services	1.2.2.2	BAN/LAN Services	X	
	1.2.2.3	WAN Services	X	
Voice, Video, and Data Services	1.2.3.2	VOIP Options and Services		X
	1.2.3.3	Unclassified Mobile Phone Services		X
	1.2.3.4	Classified Mobile Phone Services		X
	1.2.3.5	VTC Services		X
IA Security Services	1.2.4.1	Cross Domain Security Services		X
	1.2.4.2	Security Configuration and Management Services	X	X
	1.2.4.3	Boundary, DMZ, and COI Services	X	X
	1.2.4.4	Malware Detection and Protection Services	X	X
	1.2.4.5	Security Event Management Services	X	X
	1.2.4.6	Security and IT Certification and Accreditation Services	X	X
	1.2.4.7	Authentication and Authorization Services	X	X
	1.2.4.8	Network Access Control Services	X	X
End User Computing Services	1.2.5.1	End User Fixed Computing Services (Portable, Fixed, Thin Client)		X
	1.2.5.4	Optional Hardware and Software Services		X
	1.2.5.5	Remote Access Services	X	X
	1.2.5.6	Printing Services		X
Support Services	1.2.6.1	Service Desk Services	X	X
	1.2.6.2	Desk Side Support Services		X
	1.2.6.3	End User Training Services		X
	1.2.6.4	NetOps and Information Assurance Training Services	X	X
Testing Services	1.2.7.1	NGEN Testing Services	X	X

Metrics

Enterprise Service Only: **Email**

- End User Email Availability – 99.7% (max of 131 minutes downtime per month)
- E-mail Service Availability – 99.7% (max of 131 minutes downtime per month – server side)
- E-mail Client Responsiveness – ≤ 2 sec ≥ 95.0%; ≤ 4 sec ≥ 99.5% (with 10KB attachment)
- E-mail (End-to-End) Performance – ≤ 5 min ≥ 95.0%; ≤ 10 min ≥ 99.5% (with 10KB attachment)

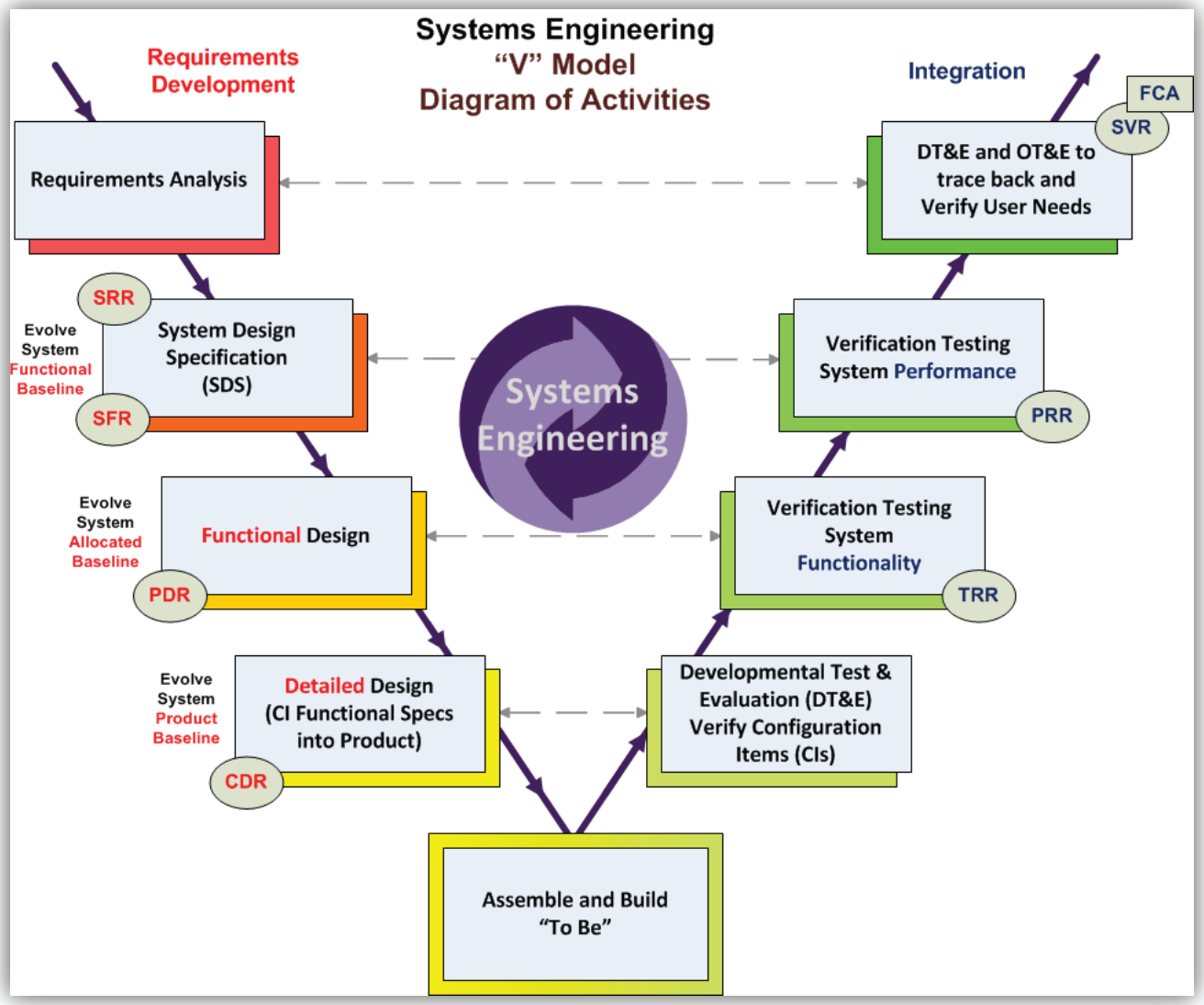
Shared Service: **Authentication and Authorization Services**

- Login is less than or equal to 30 seconds 90% of the time
- TXS: Latency responsibility <0.5 seconds 99.9%
- ES: <29.5 seconds 90% of time

TXS Only: **BAN/LAN Metrics**

- Availability – 99.9%
- Latency – 10 ms max
- Circuit Capacity – 40% max
- Network Incident Resolution –
- (>25% in <1 hr, >75% in <4 hrs, >98% in <18 hrs)

System Engineering Activites

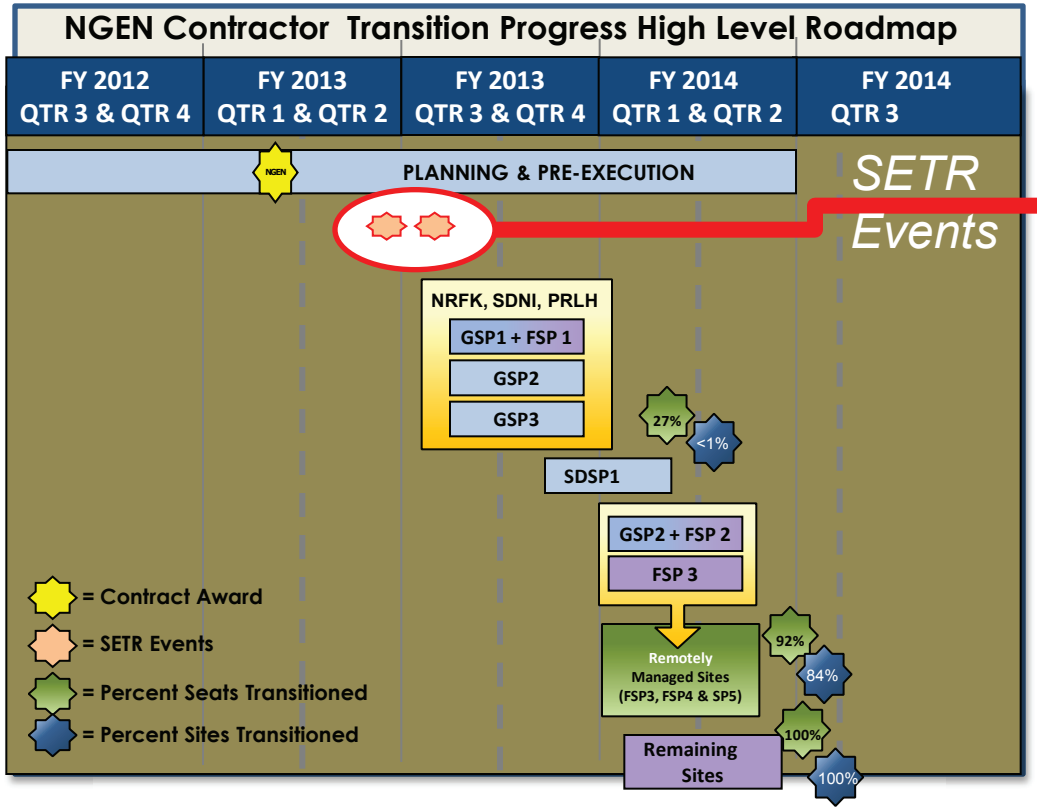


Test and Evaluation

- Test Facility
  - Enterprise Services Contractor will provide Test Facility
- Test and Evaluation Strategy
  - Documented in the NGEN Test and Evaluation Master Plan (TEMP)
  - Testing services consists of risk assessments, performance assessments, hardware testing and certification, software testing and certification, core build testing and certification, application testing and certification, system integration testing, release testing, and production testing
- Performance Assessments
  - Aligned to specific OSD and DON decisions and USN/USMC events
  - Conducted to assess performance of the NGEN Services
  - Test requirements are derived from the CPD KPPs and that established the performance measurements for NGEN Services
  - Observed by COMOPTEVFOR and MCOTEA

System Engineering Technical Review (SETR) USN Only

- **Purpose of SETR events**
  - Contractors demonstrate a thorough understanding of the assumed technical architecture and service delivery framework
  - Finalize technical baselines documentation



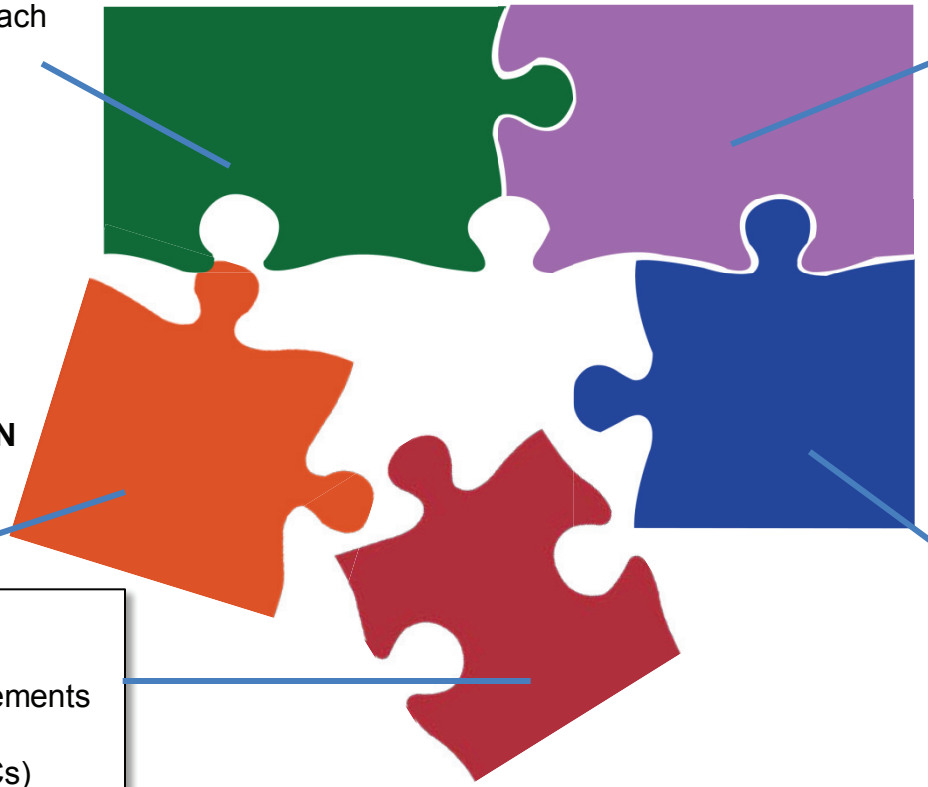
- ***Preliminary Design Review (PDR)***
  - Conduct 90 calendar days after contract award
  - Participants: PMW-205, PEO-EIS, NGEN TAs and the NGEN Contractor(s)
  - Focus: Establish the **allocated baseline** that is based on the as-is design of the assumed operational systems
- ***Critical Design Review (CDR)***
  - Conduct 120 calendar days after contract award
  - Participants: PMW-205, PEO-EIS, NGEN TAs and the NGEN Contractor(s)
  - Focus: Establish the **product baseline** that is based on the as-is design of the assumed operational systems

USN Seam Management

Seam Management Key Components

PWS language definitions – **shall statement** to each contractor for the processes

Incentives tied to enterprise-wide service level metrics



PMW 205 CONOPS for NGEN – Concept of operations that outlines Government and vendor responsibilities

Processes – process workflows that highlight the interfaces between Government and contractor(s)

Work in progress:

- Associate Contract Agreements (ACAs)
- Terms & Conditions (T&Cs)
- NGEN Governance (ITSM) framework model

Summary

- Segmentation (TXS and ES):
  - Current PWS “Contractor Shall” statements and metrics reflect infrastructure, process, service management requirements and responsibilities
- Engineering and T&E:
  - Service and process metrics included in the DRAFT RFP release – industry feedback welcome
  - Updates provided until RFP issued
  - SETR Roadmap: PDR and CDR support RTR
- Seam Management:
  - Seam Management Key Components

Industry Access to Information &

PM NEN Technical Data Research Facility (TDR FAC) Overview

Wallace Johnson

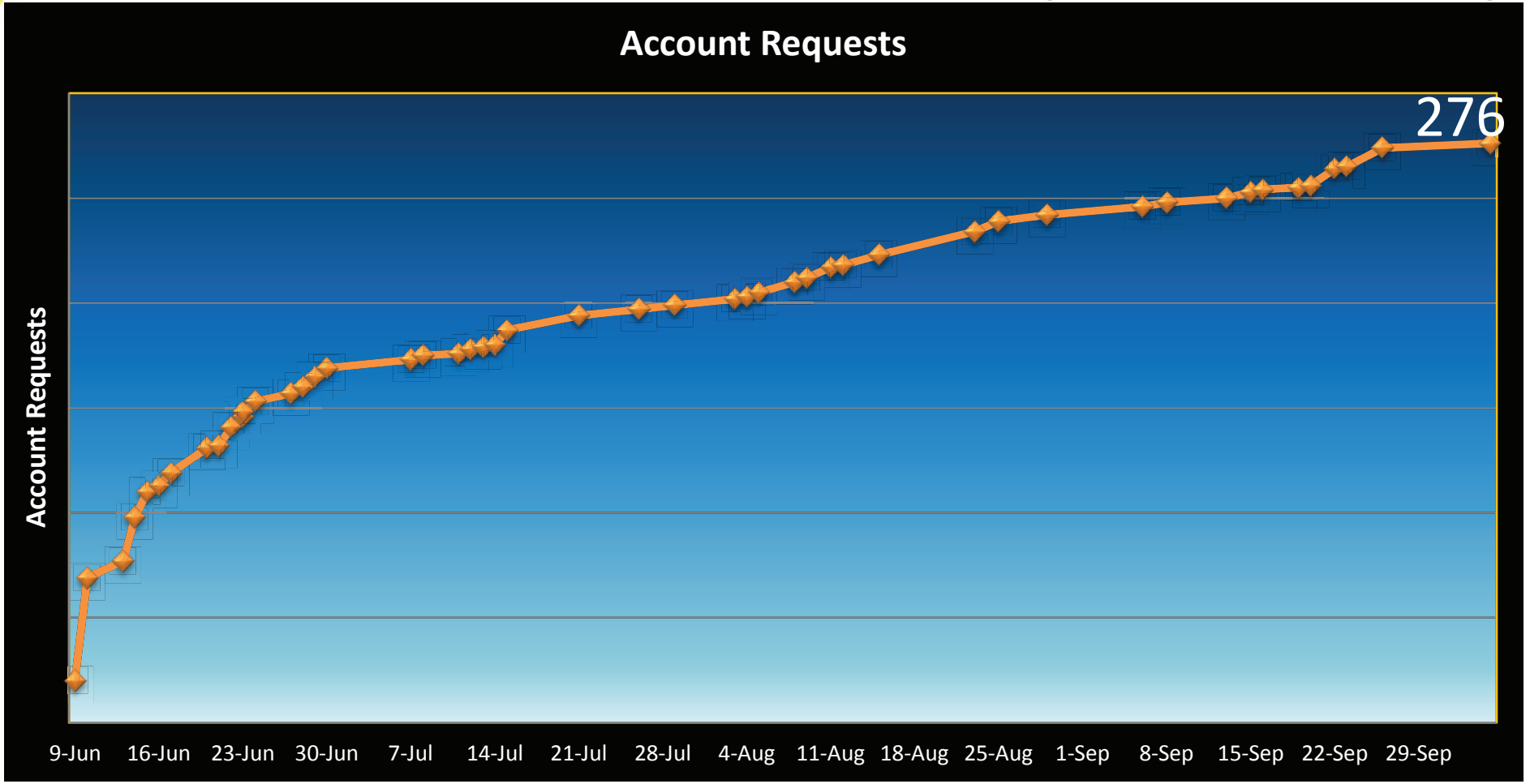
Assistant Program Manager - Logistics

Introduction

- The Government recognizes Industry's need for access to **ALL data** in order to craft innovative and relevant proposals
- Understanding what the MITRE Portal can and cannot provide…
  - The portal provides remote access to non-sensitive information:
    - *The Government developed Technical Data Package (TDP)*
    - *Associated NMCI IP deemed releasable by current security standards*
  - Not all licensed IP (~450,000+ artifacts) is available on the portal due to security restrictions
- How the Government will provide industry access to **ALL data** through the employment of Technical Data Research Facilities (TDR FAC)

MITRE Portal Background & Status

Industry Access to Hosting Site (MITRE Portal)



276 users from 111 companies have been granted access

Technical Data Package (TDP) Background and Status

- TDP consists of Government developed documents and the NMCI Intellectual Property (IP) licensed from HP ES via the CoSC
- TDP data has been identified as technically relevant to potential Contractors (solution/system design, network topology, system specifications)
- Four releases currently available on the hosting site:
  - JUN 2011 – Responses to the 56 RFI questions received from Industry
  - JUL 2011 – DON facilities Infrastructure data
  - AUG 2011 – Enterprise Printer data and Knowledge Center System information
  - SEP 2011 – Attachments and reference documents supporting the Draft NGEN RFP
- Plan: To provide data monthly TDP releases up to the release of the NGEN RFP
- With TDR FAC – Have increased access and TDP review capability

TDR FAC Overview

Why the TDR FAC?

- **Government's Intent**: Provide Industry access to **ALL** data…
  - All licensed NMCI Intellectual Property (IP)
  - Government developed Technical Data Package (TDP)
- **Current Limitations**: MITRE Portal provides access to the Gov't developed Technical Data Package (TDP) and a limited IP subset
- **Challenge**: How do we maximize exposure to all data without compromising security?
- **Solution**: Establish secure Technical Data Research Facilities (TDR FAC) to provide Industry access to **ALL** data the Government has available

MITRE Portal
TDP + Non-sensitive IP

+

TDR FAC
All IP Artifacts (450,000+)

=

Access to ALL Data

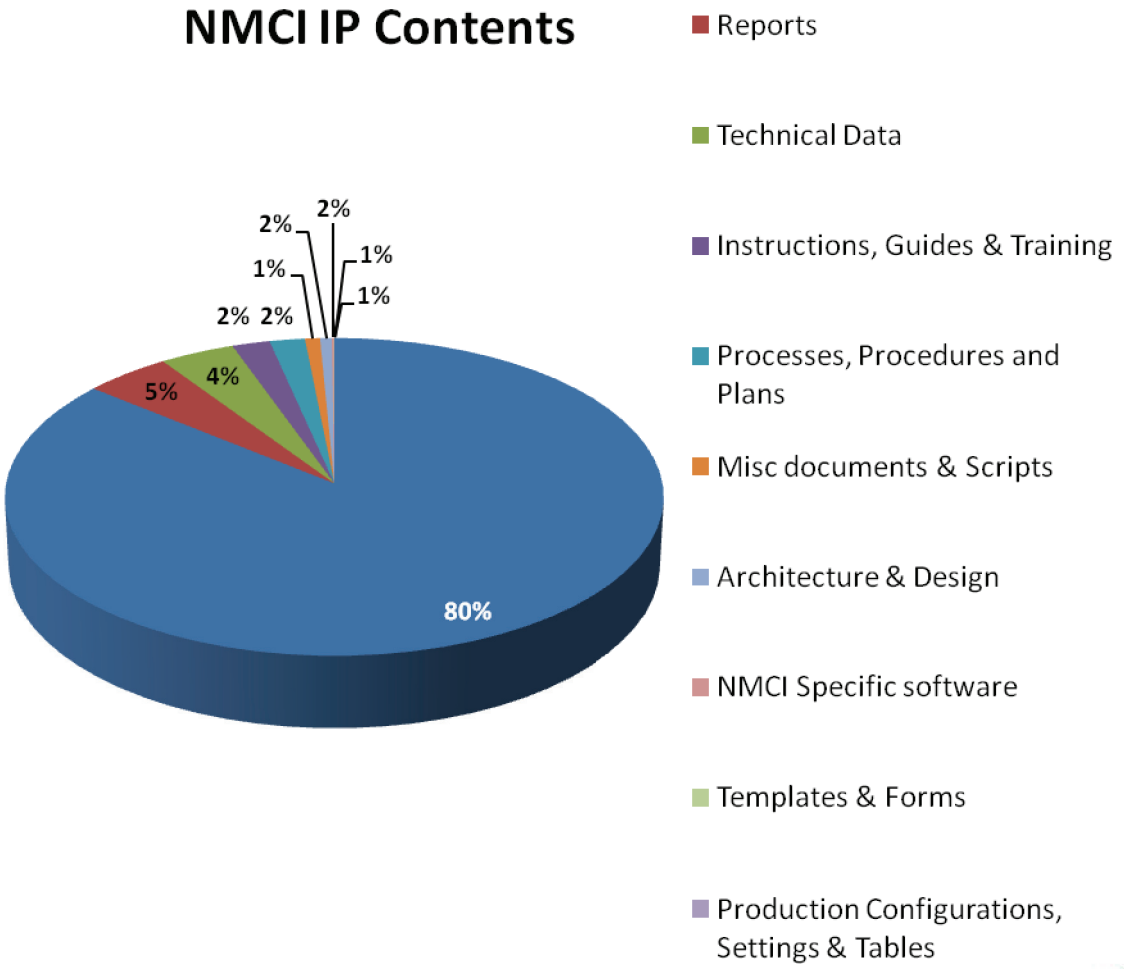
The Government is not withholding any data while maintaining security

Data Available within TDR FAC

READ ONLY ACCESS TO:

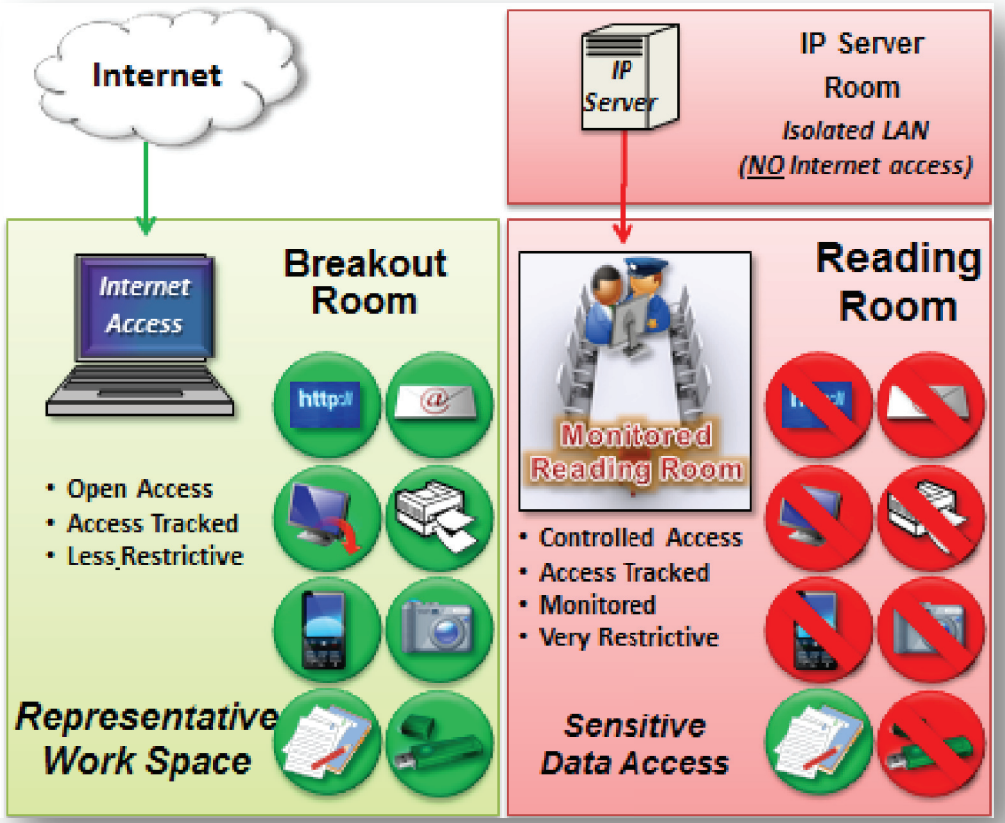
- **All licensed HP NMCI Intellectual Property (IP)**
  - ~ 450,000 IP Artifacts
  - Updated monthly
- **Government developed Technical Data**

Note: *Facility content updated as needed… monthly at a minimum; Industry will be notified of corpus updates via FEDBIZOPPS.*



TDR FAC Capabilities

- **Reading Rooms**
  - Isolated LAN to protect data
  - Provides read-only access to all data relevant to the NGEN RFP
  - Representatives may take notes
    - ❖ *TDR FAC reviews/redacts notes for sensitive information prior to return*
- **Breakout Rooms**
  - Provides capability to conference, take phone calls and check email outside of the secure area
  - Participants may retrieve prohibited items for use in breakout room only

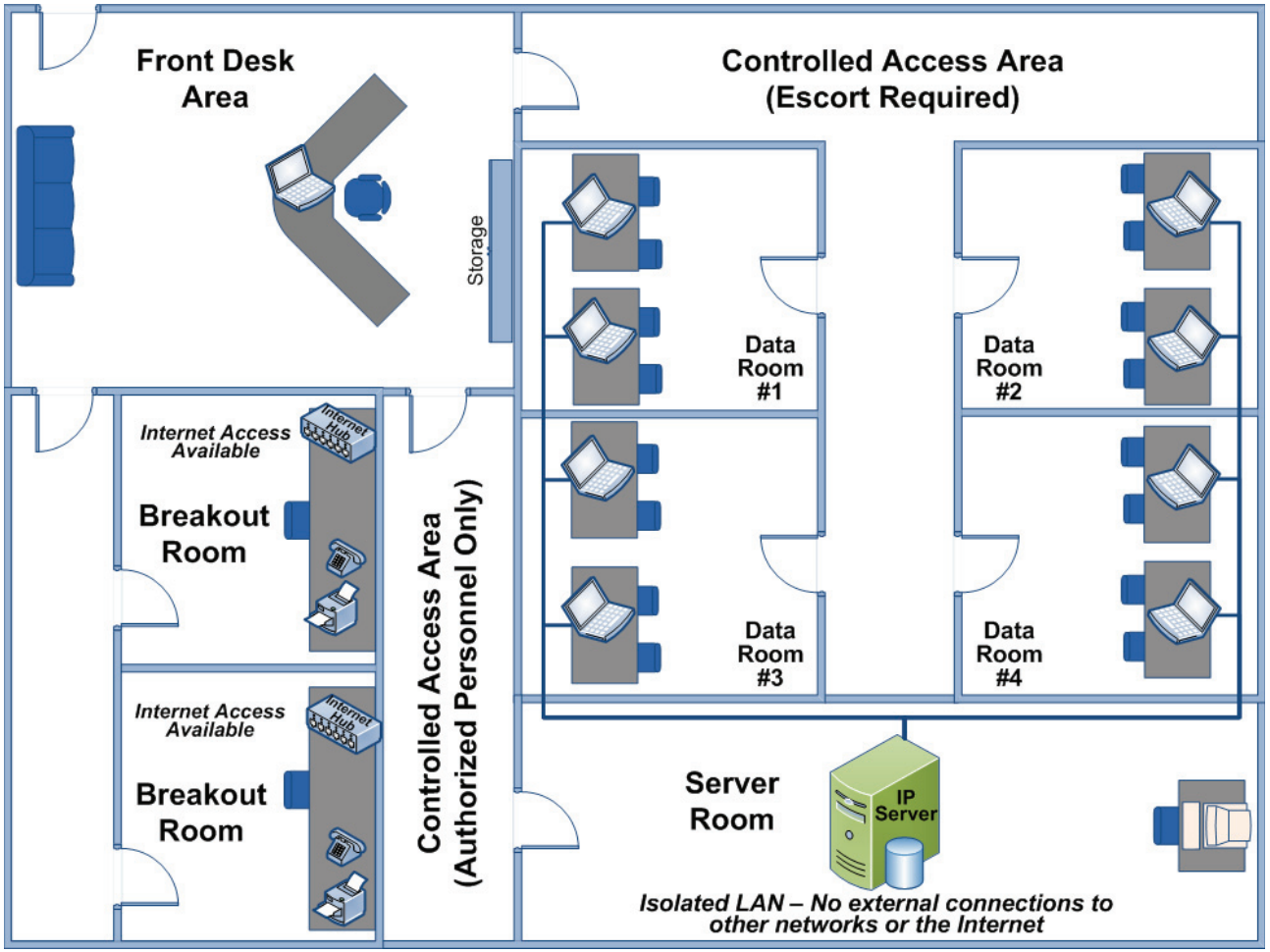


TDR FAC Process Overview

- Request access via form posted on FEDBIZOPPS
  - Must have SECRET security clearance
  - Must sign PM NEN NDA (Company list supplied by PCO)
- TDR FAC staff will contact requestor to coordinate appointment
  - Scheduling will be managed to promote equitable access
- Requestor arrives and checks in
  - Verification of IDs for all participants
  - Locked storage of all personal items
  - Sign User Agreement Form
  - Rules of Engagement overview (ROE will be posted on FEDBIZOPPS)
- Out-brief after appointment
  - Compliance review to ensure appropriate use of data
  - Confiscation of all notes taken for TDR FAC Staff Review
    - *Goal: Notes to be returned/redaction notification provided within 5 days*
  - Ensures data security and IP licensure compliance

ROE Overview

Ensure equitable access to all Industry Partners



Notional facility layout

Per Individual Rules
- *Secret Clearance*
- *NDA*

Per Room Rules
- *No more than 4 people per room (2 per computer)*
- *1 Company per room*

Per Company Rules
- *1 room at a time, all locations*
- *Appts. booked in 4 hour blocks*
- *Limit 24 business hours booked at a time*
  - **3 full days or 6 half days**
- *New appt. scheduled 24 hours after booked appt.*
- *Min. 24 hour notice for appt.*

Scheduling Appointments
- *"Digital" requests only*
- *Request form will be posted to FEDBIZOPPS*

TDR FAC Locations

- **Two Locations**

Arlington, VA (Crystal City)	**San Diego, CA** (Mission Valley)
• 5 reading rooms • 2 break-out rooms	• 4 reading rooms • 1 break-out rooms

- **Each reading room accommodates up to four Industry representatives**

- **Facility Openings**
  - TDR FAC Crystal City
    - 27 October 2011
  - TDR FAC San Diego
    - 10 November 2011

USN Transition

Jim Bates
Deputy Transition Lead

Agenda

- Revised USN Transition Phase (1/4/5) definitions
- Revised definition of “transition projects”
- Entrance / Exit Criteria for USN
  - Preliminary Design Review (PDR)
  - Critical Design Review (CDR)
  - Readiness for Transition Review (RTR)

USN Transition Phases Have Been Consolidated

- Transition Phase 0 (TP0), Government Operational Control of the Network
- ***Transition Phases 1 and 4 (TP 1/4), USN Transport and Enterprise Services: TXS and ES transitions include the transfer of the operation of the 38 NGEN services from the incumbent Contractor to successor Contractor(s).***
- Transition Phase 2 (TP2), USN Software [and USMC Hardware and Software]

Note: Bold indicates change in scope from previous communications

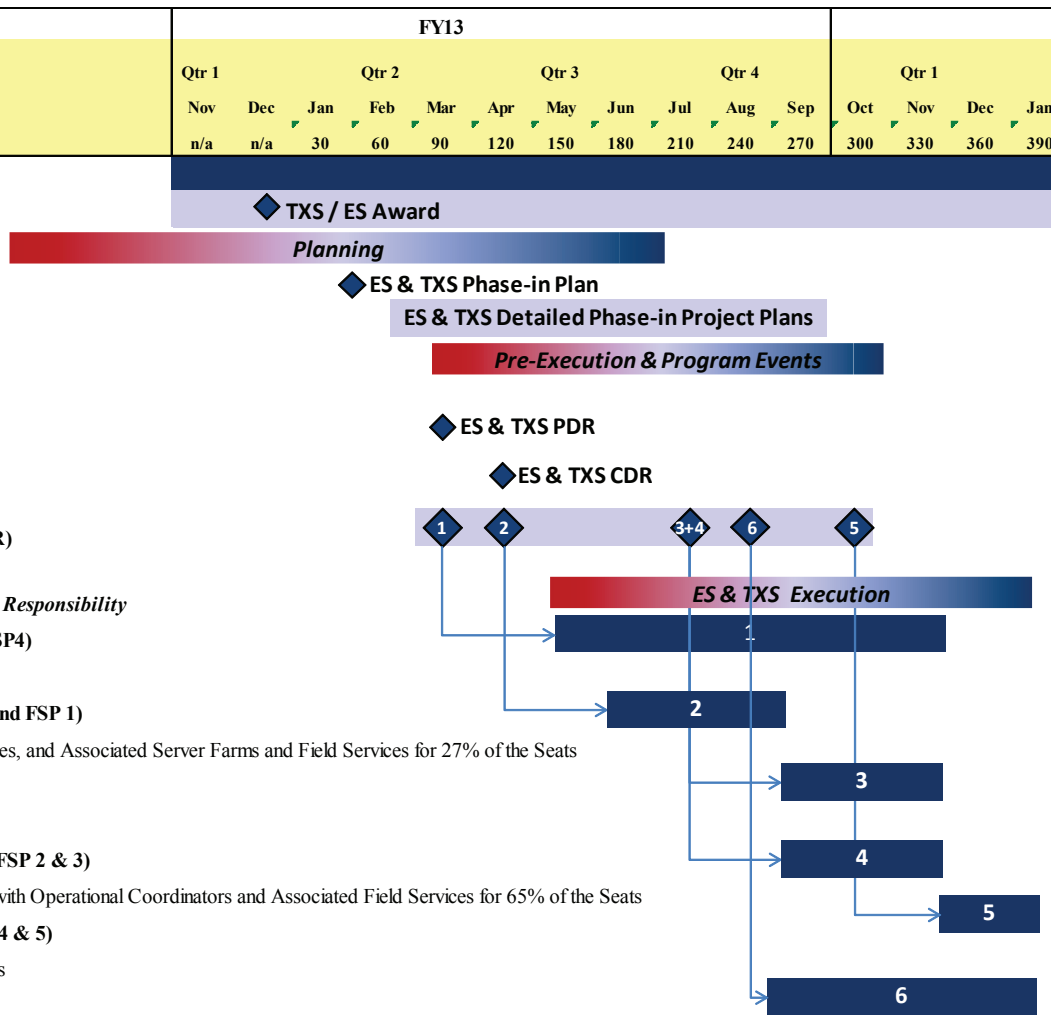
NGEN USN Transition Execution Phase-In "Projects"

Project	Short Description	Sites	Execution Timeframe
1	• Service Management Phase In (i.e., ITSM process and seam management)	• Program level	• Effort shall not exceed 30 days and shall be completed no later than 90 days after Project 1 RTR
2	• GSP1 Services within the three NOC/SOC Services • GSP1 Services for sites with B1 Boundaries • GSP2 Services within any Server Farms co-located with the NOC/SOC or B1 Boundary sites • FSP1 services for users co-located with the NOC/SOC and B1 Boundary Large sites • GSP3 Services	• NOC/SOC Sites: NRFK, PRHL, SNDI • B1 Boundary Sites: PAXR, BRM, PTNH, CHLK, JAXS • Server Farm Sites: NRFK, SNDI, PRLH, PAXR, BREM, JAXS • B2 Boundary Sites: NRFK, PRLH, SDNI, PAXR, CHLK,JAXS, BREM	• Effort shall not exceed 90 days • AFOR begins 70 days after PDR • Effort shall be completed no later than 160 days after PDR
3	• SDSP1	• Service Desk Sites: NRFK, [SDNI*, PRHL*]	• Effort shall not exceed 90 days • Effort shall be completed no later than 250 days after PDR
4	• GSP2 Services for all remaining Server Farms • GSP2 Services for all remaining B2 Boundary Sites • FSP2 services for users co-located with the remaining Server Farms and B2 Boundary Large Sites • FSP3 services for Large sites	• Remaining Server Farm Sites: WNYD, NWOR, LEMR, PRTH, MECH, SPSC, MUGU, SDNS, CHRL, FALN, CRAN, OCEN, CHRL, MILL • B2 Boundary Sites: WNYD, NWOR, LEMR, PRTH, MECH, MUGU, SDNS, FALN, CRAN, OCEN, CHRL, MILL, PHIL • Large sites with over 250 users: See Site Scheduling Tool	• Effort shall not exceed 90 days • Effort shall be completed no later than 250 days after PDR
5	• FSP4, and FSP5 Services for users located at the remotely managed sites	• See Site Scheduling Tool	• Effort shall not exceed 60 days • Effort shall be completed no later than 310 days after PDR
6	• Application Hosting Facility	• Application Hosting Environment • Application Migration	• Government Acceptance shall not exceed 120 days after CDR • Application migration shall begin after Government Acceptance • Application migration shall not exceed 120 days after acceptance

Notional Navy Phase-In Timeline

Notional Navy TXS & ES Transition Timeline

Services	FY13											FY14							
	Qtr 1		Qtr 2			Qtr 3			Qtr 4			Qtr 1		Qtr 2					
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	
	n/a	n/a	30	60	90	120	150	180	210	240	270	300	330	360	390	420	450	480	510
TXS Services & ES Services Phase-In																			
SOLICITATION / CONTRACT																			
PLANNING																			
Phase-In Plan																			
Detailed Plans for Identified Projects																			
PRE-EXECUTION & PROGRAM EVENTS																			
Systems Engineering Technical Reviews																			
Preliminary Design Review (PDR)																			
Critical Design Review (CDR)																			
Project Readiness to Transition Reviews (RTR)																			
EXECUTION: Assumption of Full Operational Responsibility																			
Project 1: Service Management Phase-In (GSP4)																			
IT Service Management Processes																			
Project 2: NOC/ SOC Phase-In (GSP 1, 2, 3 and FSP 1)																			
Global Services, NOC/SOCs, B1 Boundary Sites, and Associated Server Farms and Field Services for 27% of the Seats																			
Project 3: Service Desk Services (SDSP 1)																			
Tier 1 Service Desk Support																			
Project 4: Server Farm Phase-In (GSP 2 and FSP 2 & 3)																			
Server Farms, B2 Boundary Sites, Large Sites with Operational Coordinators and Associated Field Services for 65% of the Seats																			
Project 5: All Remaining Site Phase-In (FSP 4 & 5)																			
Field Services for the Remaining 8% of the Seats																			
Project 6: Application Hosting Facility (AHF)																			
Environment and Application Migration																			



NGEN Contractor(s) will be Expected to Support PDR, CDR and RTR for USN

Overview of SETR and RTR Entrance/Exit Criteria

	PDR	CDR	RTR

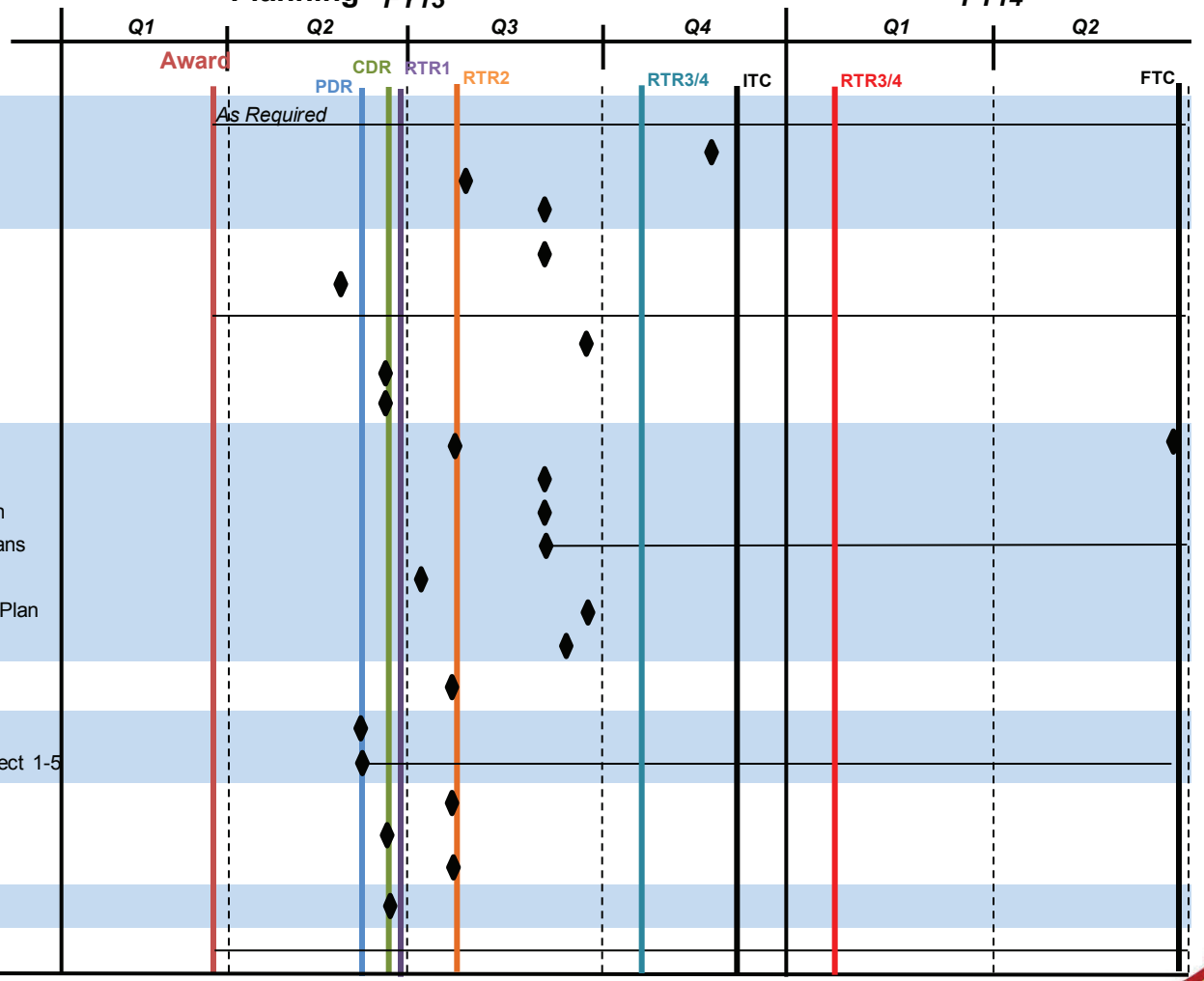
Entry Criteria	• Proposed Allocated Baseline
	• Systems Engineering Plan
	• Systems Engineering Master Plan
	• Integrated Architecture Products
	• Configuration Management Plan
	• Program Schedule
	• Risk Management plan
	• NGEN Transition Strategy
	• NGEN Transition Plan
		• Allocated baseline Proposed product baseline
		• Service provider(s) Systems Engineering Master Plan(s) Integrated system architecture products
		• Configuration Management Plan
		• Service provider(s) staffing plan(s) Program schedule
		• Risk Management plan
		• Service provider Transition Plan
			• Detailed Phase-In Project Plans
			• Readiness Templates
			  • Populated templates for Projects 1-5
			  • Check list of applicable Government Approved plans
			  • Go / no-go recommendations, decision documents for Government Approval

Exit Criteria	• Allocated Baseline mature? • NGEN Engineering documents articulate the processes? • Management and control of the Allocated Baseline defined? • Service provider demonstrated an understanding of the NGEN allocated baseline?	• Product Baseline mature? • NGEN Engineering documents articulate the processes? • Management and control of the Product Baseline defined? • Service provider demonstrated an understanding of the NGEN product baseline? • Service provider(s) and the Government have testing processes in place?	• Completed long term pre-execution activities? • Can they complete short term pre-execution activities (40 days)?

NGEN Contractor(s) will Submit Deliverables During USN Transition Planning Stage

Transition Planning

Notional Schedule of Deliverables During Transition Planning

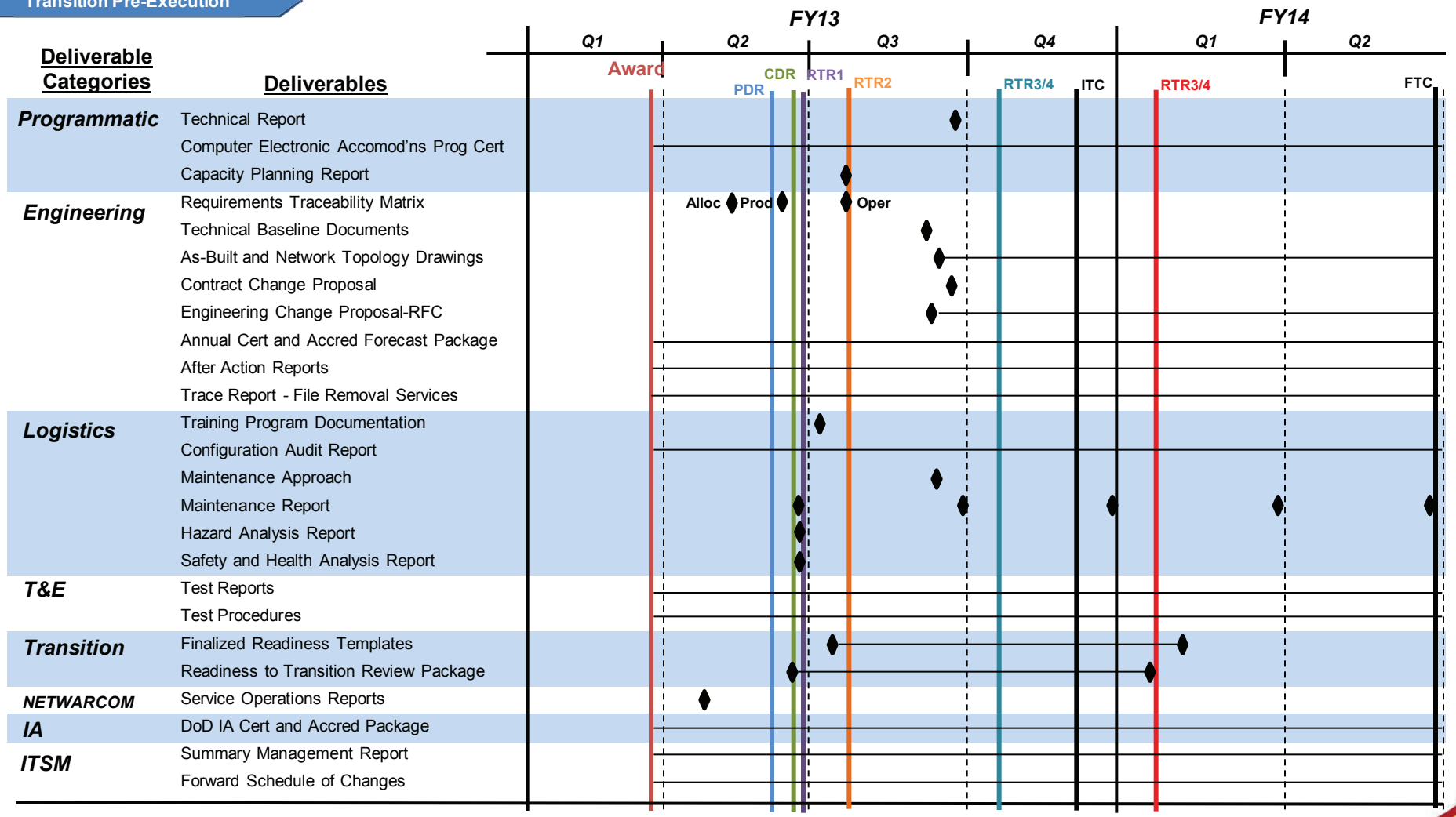


Deliverable Categories	Deliverables
Programmatic	Continuous Service Improvement Plan
	Routing Plan
	Demand and Capacity Mgt Plan
	Configuration Mgt Implementation Plan
Engineering	Systems Engineering Mgt Plan
	Core Build Software Plan
	Implementation Plan
	Disaster Recovery Plan
	Business Continuity Plan
	IT Service Continuity Plan
Logistics	Technology Refresh Plan
	Configuration Mgt Implementation Plan
	Asset Management Implementation Plan
	Installation Tech Documentation and Plans
	Change Remediation Plan
	Facilities Management, Ops, and Maint Plan
	Data Mgt Implementation Plan
T&E	Test Plans
Transition	Phase-In Plan
	Detailed Phase-In Project Plans for Project 1-5
NGEN Services	Program Mgt Plan
	Communications Plan
	Quality Control Plan
Acquisition	Risk Mgt Plan
ITSM	Service Mgt Plan

NGEN Contractor(s) will Submit Deliverables During USN Transition Pre-execution Stage

Transition Pre-Execution

Notional Schedule of Deliverables During Transition Pre-Execution



Deliverable Categories	Deliverables
Programmatic	Technical Report
	Computer Electronic Accomod'ns Prog Cert
	Capacity Planning Report
Engineering	Requirements Traceability Matrix
	Technical Baseline Documents
	As-Built and Network Topology Drawings
	Contract Change Proposal
	Engineering Change Proposal-RFC
	Annual Cert and Accred Forecast Package
	After Action Reports
	Trace Report - File Removal Services
Logistics	Training Program Documentation
	Configuration Audit Report
	Maintenance Approach
	Maintenance Report
	Hazard Analysis Report
	Safety and Health Analysis Report
T&E	Test Reports
	Test Procedures
Transition	Finalized Readiness Templates
	Readiness to Transition Review Package
NETWARCOM	Service Operations Reports
IA	DoD IA Cert and Accred Package
ITSM	Summary Management Report
	Forward Schedule of Changes

Contracts

CDR John Windom

NGEN Procuring Contracting Officer

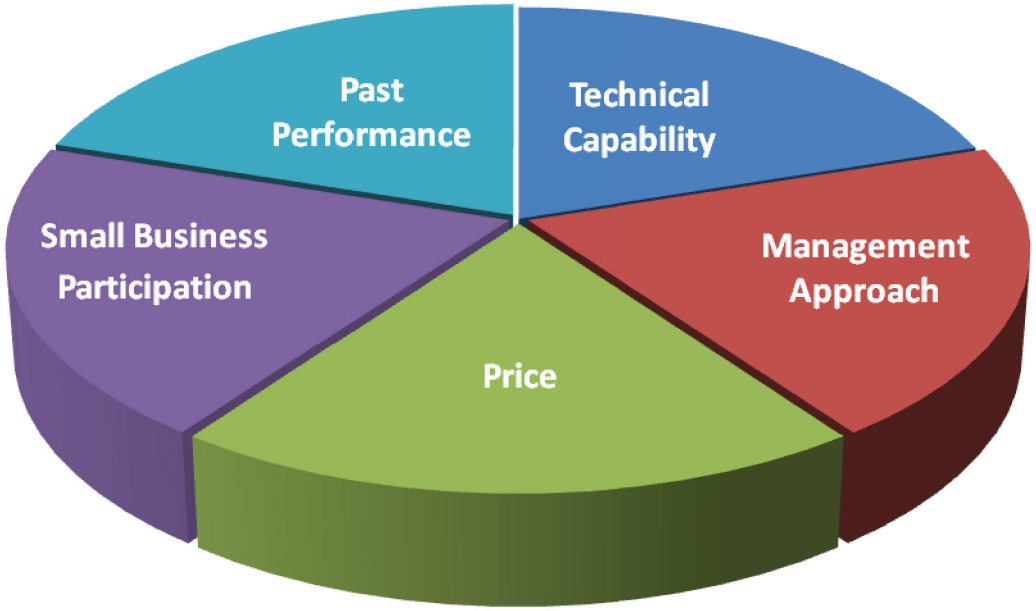
Agenda

- Contract Type
- Evaluation Factors for Award
- Low Price Technically Acceptable (LPTA)
- Technical Acceptability Factors
- NGEN Small Business Goals
- Contract Terms and Conditions
- End User Hardware acquired as a Service for USN

Contract Type

- FAR Part 15
  - Visibility into pricing and allows for flexible negotiation opportunities during performance
- Single Award, Indefinite Delivery / Indefinite Quantity (ID/IQ)
  - Provides the needed flexibility concerning quantities and delivery
  - Projected task orders are so integrally related that use of a single contractor (ES and/or TXS) reduces cost, schedule and performance risk because it maintains performance accountability and DOES NOT introduce additional seam management issues or security vulnerabilities
- Firm Fixed Price
  - Well defined, mature requirement
- Multiple-year contract – One-year base plus four one-year options
  - Multi year authority not required due to minimal contractor investment (NGEN Infrastructure is GFP)
- Award Fee
  - Incentivizes technical, transition and management performance

Evaluation Factors for Award



Evaluation Factors	
Technical Capability	NGEN Services, IA and Contingency Operations
	Technology Refresh
	Sys. Engineering, Logistics, Asset Mgmt, and T&E
Management Approach	Prog Mgmt, Staffing, Seams, Subcontractor Mgmt, and Risk Mitigation
	Transition
	Command and Control
Small Business Participation	Total Small Business – 35% Small Disadvantaged Business – 5% Woman Owned Small Business – 5% HUB Zone – 3% Service-Disabled Veteran Owned Small Business – 3% Veteran Owned Small Business – 3%
Past Performance	Evidence of relevant experience and performance quality
Price	Lowest Price

Lowest Price Technically Acceptable (LPTA)
Is Best Value in accordance with FAR 15.101-2

All FAR Part 15 source selection approaches are used to obtain "Best Value" for the govt. in negotiated acquisitions.

Greater ← Importance of Price → Lesser

Lesser ← Technical Complexity → Greater

FAR Part 15		
LPTA Lowest-Price/ Technically Acceptable	**PPT** Performance/ Price Trade-Off	**FTO** Full Trade-Off
▪ Technically Acceptable ▪ Lowest Price among Technically Acceptable	▪ Technically Acceptable ▪ Trade-off between Past Performance & Price	▪ Trade-off between all 4 Factors

Source Sel. Approach	Price	Mission Capable / Technically Acceptable	Past Performance	Proposal Risk
LPTA	✓		*✓	
PPT	✓		✓	
FTO	✓	✓	✓	✓

*✓ - Past Performance required under LPTA *unless waived by PCO (FAR 15.101-2(b)).*

- DON is purchasing a majority of the existing NMCI infrastructure to reduce the capital investment of prospective offerors
- Services are generally commercially available
- Shared savings clause developed to drive innovation, risk management and reduction of overall costs throughout acquisition lifecycle
- Timely release of the technical information promotes competition by increasing the knowledge of potential offerors

Technical Acceptability Factors

- **Scope/Scale:** Provide evidence of operating large and complex networks (on the order of 100,000 seats) and the approach to scale such experience to the full NGEN environment.
- **Performance:** Provide evidence of meeting or exceeding key SLRs (or equivalent network performance metrics) within a large and complex network experience (on the order of 100,000 seats) and describe its approach to scaling that performance across NGEN.
- **Information Assurance (IA):** Evidence of meeting or exceeding the DoD security and certification requirements of large networks. How the approach to IA will scale to the NGEN requirement.
- **Resources and Facilities:** Demonstrate access to capabilities (including resources and facilities) that are not provided as GFP that are required to meet the NGEN requirements.
- **Network Understanding:** Provide an approach reflecting a thorough understanding of the existing network and environment in order to continue uninterrupted service and security.
- **Nationwide and Global Presence:** Provide a methodology for transitioning to and operating the nationwide and global NGEN environment in a segmented construct and under Government Command and Control. (Nationwide is defined as Navy Region NW, SW, Mid-West, SE, Mid-ATL and Hawaii. Global locations are identified in Section J, Attachment 42 of the NGEN RFP.)

Cost **Schedule** **Performance** **Risk**

NGEN Small Business Goals

DoD Requirement

- **Total Small Business – 31.7%**

CoSC

- **Total Small Business – 25%**
- **$922,910,000 of $3,691,640,000 subcontracted to SB**
- **35% of CoSC = $1,292,074,000**

NGEN Total Small Business – 35%

- **Small Disadvantaged Business – 5%**
- **Women Owned Small Business – 5%**
- **HUBZone Small Business– 3%**
- **Service-Disabled Veteran Owned Small Business – 3%**
- **Veteran Owned Small Business – 3%**

Contract Terms & Conditions

The NGEN Program is very sensitive to the need to motivate contractors, ensure efficiencies and promote innovation through our contracting/acquisition strategy. Noteworthy T&Cs included in the RFP are:

- **H-14 Shared Savings Clause** – Stimulates cost savings measures, innovation and/or "good" ideas where the Government and the contractor(s) share in the savings. Often a 50/50 share line.
- **Award Fee Plan** – Motivates the contractor(s) through financial incentives to be innovative, efficient and resolve problems in advance of Government intervention.
- **H-18 Implementation Process for Software Procurement Clause** – Provides cost-saving SW acquisition opportunities.
- **Competition in Subcontracting Clause (FAR 52.244-5)** – Stimulates competition and competitive pricing at the subcontracting level.
- **Associate Contractor Agreements (ACAs) Clause** – Motivates contractor cooperation and coordination across seams via information and data sharing, technical knowledge and expertise essential for successful contract performance.
- **Tech Refresh Plan** – Capitalizes on evolving technologies and innovation to promote improvements and efficiencies within our network.
- **Establishing the rate card labor rates** and material charges under competitive tensions/pressures.
- **Requiring Certified Cost or Pricing data** for those negotiations that warrant certified data.
- **Cost and Software Data Reporting System (CSDR) (252.234-7004)** – Ensures visibility into the contractor's costs in support of future negotiations on new work or new contracts.

EUHW acquired as a Service for USN

Issue: Does EUHWaaS approach create a competitive advantage for Incumbent?

No unfair advantage exists for the Incumbent.

- Incumbent contractor assumes substantially the same liability for buyback of outstanding EUHW given that investment is not yet recovered.
- Total value of the investment is substantially the same for Incumbent and the new vendor but may be phased differently.

Estimated buy-back range of EU HW is between $132M and $156M.

- Based on the current Continuity of Services Contract (CoSC) depreciation and Tech Refresh schedule.

No obligation exists for Contractors to purchase the existing equipment.

- Contractor may bring their own EU HW, however, significant supplementary labor costs may be associated with replacement and installation of End-user devices.

Questions and Answers

Questions may be submitted electronically via:
NGEN_IndustryDay@bah.com

Industry Day Contact Information

- Draft Solicitation & Acquisition Concept Release Access Requests:
  - NGENPWS@bah.com
- Industry Comments on NGEN Releases:
  - NGENPWS@bah.com
- Tech Data Repository Access Requests:
  - NGENTDP@bah.com
- NGEN Reference Library:
  - http://tinyurl.com/PMW205NGENRefLib
- NGEN Panel Contacts:
  - CAPT Shawn Hendricks (PM) – shawn.hendricks@navy.mil
  - CDR John Windom (PCO) – john.windom@navy.mil
- SPAWAR Director for Small Business
  - Ms. Faye Esaias - faye.esaias@navy.mil
- Follow NGEN on Twitter: @PMNGEN